467.40/2: 17/984
4/23/84

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

PRODUCTS SOUGHT BY FOREIGN IMPORTERS

HOME LIBRARY
U.F.A.S.-Univ. of Florida

April 23, 1984

ANGORA RABBITS (CHILE) Wants 140 females and 15 males for breeding. Delivery: December 1984. Quote: CIF, FOB Valparaiso. Bank ref: Banco de Credito E Inversiones, Prat 801, Valparaiso. CONTACT: Jose A. Contenla Zapata, Santa Victoria 395, Santiago, Chile. Phone: 2223247. (WK 16/TOFAS 100)

AVOCADO OIL (JAPAN). Specific quantity not determined, however, expected to be substantial. Best quality. Packaged in institutional containers. Immediate delivery by surface shipment. Quote: FOB. Bank reference: Fuji Bank Main Office, Tokyo. CONTACT: Mr. Ryuji Honda, Okura & Co., Ltd., 3-6, Ginza 2-chome, Chuo-ku, Tokyo, Japan. Telex: Okura J. 22306. Tel: 03-566-6588. (WK 16/TOFAS 19).

BEEF CATTLE, MILK COWS (FRENCH WEST INDIES). The Chamber of Commerce of Point-a-Pitre in Guadeloupe wants to contact suppliers of calves, less than one year old, 220 to 300 kgs. (450 to 660 lbs.) of a Charolais and Brahman cross, and 18-month old-milk cows with calf. Require indication of milk performance for cows. Quote: FOB southern port. CONTACT: Mr. Alie, c/o Chamber of Commerce of Point-a-Pitre, Guadeloupe, French West Indies. Telex: 919780GL CCIPAP. (WK 16/Letter 151)

BEEF, FROZEN (KOREA). Wants 10,000 MT. Quality: boneless and/or bone-in. Packaging: Standard frozen beef packing. Delivery: regular monthly basis. Quote: FOB all Korean ports or airfrieght. Bank ref: The Commerical Bank of Korea. (Also interested in representing U.S. meat exporters in Korea.) CONTACT: Mr. J. C. Lim, President, Sun-up Trading Company, CPO Box 5300, Seoul, Korea. Phone: 265-6006. Telex: K23869 SUNUPLM. Cable: SUNUPLIM. (WK 16/TOFAS 8420)

BEEF, VEAL AND PORK FROZEN OFFALS (FRANCE). Wants by containers. Usual quality for french market. Packaging: only I.W.P. for beef and veal. Delivery: ASAP. French specifications on each carton. Quote: CIF & C&F Le Havre. Bank ref: Societe Generale, Grande Rue. 75100 Louhans. CONTACT: Mr. Pierre Pougeon or Renaud Melinand, Societe Jules Morey & Fils, 264, Avenue Franklin Roosevelt, 69120 Vaulx-En-Vexin, France. Telex: 340 162F. Phone: (72) 37.04.93. (WK 16/TOFAS 137)

CHRYSANTHENUM (TANACETUM) PARTHENILLY LEAF POWDER (ENGLAND). Company wishes to import 1000 kgs of above commodity for prompt delivery to C&F Heathrow Airport, in 50 kilo bags - poly lined. A certificate of analysis by USDA is required. Bank ref: National Westminster Bank Ltd, Lombard Street, London, England. Contact: Mr. A. E. Lea, c/o John Martin Foods Ltd, 48 Southwark Street, London SE1, England. Phone: 01 403 1151. Telex: 8813121. (Wk 16/TOFAS 51)

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

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COLD PRESSED VEGETABLE OILS - CORNGERM, SUNFLOWER, SAFFLOWER, SESAME AND OLIVE (ENGLAND). Company wishes to import above oils in container loads in bulk for repacking. Quote: CIF, Felixstowe or Liverpool. Contact: Mr. Tervor Griffiths, Sunflower Foods Ltd, Granary House, Wetmore Road, Burton on Trent, Staffs DE14 1TE, England. Phone: 0283 43221. Telex: 341929. (WK 16/TOFAS 50)

CORN (KOREA). Yellow corn, USDA No. 3. standard. Quantity: 100,000 MT. Packaging: bulk container. Delivery: regular monthly basis. Quote: FOB all Korean ports. Bank reference: The Commercial Bank of Korea. CONTACT: Mr. J. C. Lim, President, Sun-up Trading Company, CPO Box 3500, Seoul, Korea. Phone: 265-6006. Telex: K23869 SUNUPLM. Cable: SUNUPLIM. (WK 16/TOFAS 8421)

EVAPORATED UNSWEETENDED MILK; ARGO COOKING OIL (IVORY COAST). Wants one container of carnation and one container of peak in 170 gm cans, one container of oil in gallon containers. Delivery of both ASAP. Quote: CIF Monrovia Liberia. Bank ref: Citibank, Abidjan, Ivory Coast. CONTACT: Mrs. A.M. Zogbo, Intafrique 08 B.P. 2248, Abidjan, Ivory Coast. Cable: 23818 or 22141 Attn: Mrs Shearer. Phone: 32-73-63 or 43-06-76. (WK 16/TOFAS 44)

FOREST PRODUCTS (W. GERMANY). Wants 500 cubic meters per year of Northern Hard Maple (yellow); 1 x 3 ins., 2/3/4 ft. long, after kiln-drying (8-9%). Quality: one side (3 ins.), 100% clean and even. Packaging: one-way paletts; 1 x 20 ft. or 1 x 40 ft. container. Quote: C&F Antwerp, Belgium. Delivery: 1984/85. Other req: product will be used for the manufacture of parquet flooring. Bank ref: Kreisparkasse, Haerterichstr. 8, 6990 Bad Mergentheim, W. Germany. CONTACT: Mr. Max J. Klisch or Mr. Hans J. Fink, Bembe-Parkettfabrik Jucker GmbH & Co. KG, Wolfgangstr. 15, 6990 Bad Mergentheim, W. Germany. Phone: 7931-7001. Telex: 74219. (WK 16/TOFAS 25)

FROZEN BEEF, DEBONED (ALGERIA) The Algerian National Entreprise of Food Products (ENAPAL) has issued a tender for the purchase of 5,000 MT of frozen beef. U.S. exporters should wire tender mail express fee of $21 to Sotubank, Tunis, Tunisia for deposit into account # 53204.2, telex 12377 Tunis in order to receive tender (French language original and unofficial translation) documents. Telegraphic transfer should be accompanied by following message: "Deposit is for purchase of frozen beef tender document. Please contact American Embassy, Phone: 282-566, ext. 2279 immediately". Beef should come from prime carcasses. Delivery: second half of 1984. Bid deadline is May 18, 1984. Offers should remain valid for 60 days. See tender document for full cutting, packaging, etc. specifications. Quote: C&F Algerian ports and/or airports, FOB stowed on board and ex-abbattoir. CONTACT: Mr. Anani, Director of Supplies, Entreprise Nationale D'Approvisionnement Des Produits Alimentaires, 29, Rue Larbi Ben M'Hidi, Alger, Algeria. Telex: 52850/52851/53236. Phone: 64.02.75., 64.02.76., 64.02.77. (WK 16/TOFAS 29)

FROZEN LEMON PEEL (JAPAN). Wants 10 metric tons for trial shipment. Best quality. Packaged in institutional containers. Immediate delivery by surface shipment. Quote: C&F. Bank Ref: Dai-ichi Kangyo Bank, Kanda Branch, Tokyo. CONTACT: Mr. Kaoru Sakanashi, Ishigaki Foods Co., Ltd., 1-9-17, Kudankita, Chiyoda-ku, Tokyo. Telex: 2324734 SIGMAT J. Phone: 03-263-4444. Cable: "TISHIGAKI TOKYO." (WK 16/TOFAS 18)

FROZEN SWEET CORN (ITALY). Wants 500-600 quintals per year for fishing bait. Packaged in container. Quote: CIF Cremona. Bank ref: Banca Popplare Di Cremona, AG. #4. CONTACT: Lorenzo Giugni, DITTA 3 C., Via Garibaldi, 33--26030 Solarolo Raineiro, Cremona, Italy. Phone: (0375) 91579. (WK 16/TOFAS 13)

FROZEN TUNA FISH (PORTUGAL). Wants 1,200 MT. of skip jack and yellow finn. Immediate delivery in shipments of 200/300 tons per month. Other req: shipment is for the skip jack tuna only and buyers will only consider offers around US dollars 600 per short MT or closest price quotation. Would like quotes for yellow finn also. Quote: C&F Matozinhos or Leixoes. Bank ref: Banco Espirito Santo E Commercial De Lisboa Ave. Da Liberdade Lisboa. CONTACT: Mr. Fausto Pires, Norman Bowery, Rua De S. Bento 644-3rd Floor, 1200 Lisboa, Portugal. Telex: 15829 Sopete. Phone: 65185; 651468. (WK 16/TOFAS 72).

FROZEN/CHILLED BEEF TENDERLOINS - FROZEN PLATES AND FLANKS; SALVAGE PARCELS OF FOOD, INCLUDING FROZEN MEAT, SEAFOOD, FRUIT, VEGETABLES, CANNED PRODUCTS (ENGLAND). Wants to import above mentioned commodities. Meat to be packed in poly-lined cartons and delivered CIF UK port. Parcels of food delivered CIF, C&F or FOB - UK port. Bank ref: National Westminster Bank Ltd, 52 Threadneedle Street, London EC2R 8AL. CONTACT: Mr. David J.R. Collis, Mockvale Ltd., P.O. Box 5, Chigwell, Essex IG7 5PA, England. Telex: 896968. Phone: 01 501 0035. (WK 16/TOFAS 48)

FRUIT JUICES, ORANGE AND GRAPEFRUIT (NETHERLANDS) Wants first class juices. Quote: FOB, CIF Rotterdam or Belgium. Bank ref: Alg. Bank Nederland N.V. CONTACT: H.O. Olthoff, B.V. Duneco-Hengelo, P.O. Box 79, 7550 AB Hengelo, Netherlands. Telex: 44338. Phone: 074-915931. (WK 16/TOFAS 126)

GINGER SEEDS (GUATEMALA). Wants 3,000 short tons of seed for commercial use. Best quality. Packaging: non-humidity containers, vaccum packed. Delivery: ASAP. Certificates of health required in English or Spanish. Quote: price estimate before ordering. Bank ref: Banco Industrial, 7A. Avenida 5-10, Zona 4, Guatemala City. CONTACT: Dieter Chavez Meyer, Bromelifolia, 15 Calle 1-91, Zona 10, Edificio Taurus, Oficina 204, Guatemala City, Guatemala. Cable: KM MEYER. Phone: 374096. (WK 16/TOFAS 79)

HARD RED WINTER WHEAT, CORN, AND SOYBEANS (ISRAEL). Wants 6,000 MT of each commodity. Quality: wheat, no. 2., 12.5% protein, 13% moisture; corn, bushel weight 78/80; soybeans, no. 2. Bulk packaging and immediate delivery. Quote: FOB Gulf. Bank ref: Bank Discount of Israel Head Office, Tel Aviv. CONTACT: G. Joffe, Trading and Technical Services, P.O. Box 2384, Tel Aviv 61002, Israel. Telex: 341118 IL. Phone: 03-727611, Ext. 5701. (WK 16/TOFAS 18)

HARD RED WINTER WHEAT (BRAZIL). Wants four lots of 33,000 tons each. Grade 2 or better, ordinary. Maximum impurities 5%; maximum humidity 13%; minimum protein 11%; maximum specific weight 78 kilograms per hectoliter. Bulk packaging. Delivery: first lot June/July, rest for July. Quote: FOB. Bank ref: Banco De Brazil. CONTACT: Dr. Fernando Tavares Coutinho, President, Brazilian Wheat Board, Av. Graco Aranha, 416/3rd floor 20030, Rio De Janeiro, Brazil. Telex: (021) 21698. Phone: (021) 242-2380/242-0589. (WK 16/ TOFAS 37)

LENTILS - TENDER (EGYPT). The General Authority for Supply Commodities (purchasing committee for grains and products) requests bids for Tender No. 12 (1984) for supplying 6,000 MT, more or less 5 percent, split red lentils, latest crop: 3,000 MT, plus or minus 5 percent, arrival July 1984. The committee is entitled to increase or decrease their quantity. Conditions and specifications to be obtained against payment of L.E. 5 per offer. Ministerial Decree No. 1036/1978 and 120/1983 should be complied with. Any offers without samples, letter of guarantee of commercial agency will be rejected. Deadline April 28, 1984 in sealed envelopes. CONTACT: General Authority for Supply, 24 Gomhouria Street, Cairo, Egypt. Telex: 92062 ESTRAM UN. Cable: ESTRAM (WK 16/TOFAS 164)

MARSHMALLOWS (NETHERLANDS). Wants container loads in bulk packaging. Quote: C&F Rotterdam. Bank ref: Banque Paribas Den Hague. CONTACT: Mrs. S. Van Zutphen, Boas B.V., P.O. Box 340, 2700 Ah Zoetermeer, Netherlands. Telex: 32646. Phone: 079-410114. (WK 16/TOFAS 121)

MEAT PACKERS FOR BEEF, LAMB, PORK, AND OFFALS (SWITZERLAND). Wants packers specialized in Army food rations. Quantity: in container loads. Good quality in consumer packaging. Delivery to be agreed. Quote: FOB Geneva. Bank ref: Banque De Commerce Et De Placements Sa, Place Cornvin 12, 1201, Geneva. CONTACT: Dr. J. Danon, Armeco Sa., P O Box 231, 1211 Geneva 17, Switzerland. Telex: 28 350 DAN CH. Phone: 022-36 22 49. (WK 16/TOFAS 0071)

ONION POWDER (NETHERLANDS). Wants 100 tons per year. Packaging: neutral (without name). Delivered throughout the year. Other req: as competition in this trade is very tough, we want to be in direct contact with a producer. Quote: C&F Rotterdam. Bank ref: N.M.B. Maastricht. CONTACT: A. Vandooren, Vandooren B.V., P.O. Box 39 6200 AA, Maastricht, Netherlands. Cable: Tracova Maastricht. Telex: 56800 Hovms. Phone: 043-13500. (WK 16/TOFAS 127).

ORGANIC OAT FLAKES (GERMANY). Interested in contacting U.S. suppliers of organic oat flakes in container lots packed in 25 kg. bags or similar with a view to including them in organic/natural breakfast cereals. Quotes: CIF Hamburg. Contact: Mr. Newil S. Reen, Firma Reen, Kurfurstenstr 4, 8000 Munich 40, West Germany. Phone: 343298. (WK 16/TOFAS 52)

PIGEON PEAS (SINGAPORE). Wants whole peas grades no. 1 and 2 and split and dehulled peas no. 1 and 2, 100 MT per order. Packaged in neutral jute bags. Delivery: ASAP. Quote: C&F Singapore. Bank ref: Algemene Bank Nederland Nv, Singapore. CONTACT: U.R. Patel, Satoen Agencies Pte. Ltd., P.O. Box 2602 Maxwell Rd. Post Office, Singapore 9046. Telex: RS 23672 A/B Satcoen. Phone: 2221476/2220289. (WK 16/TOFAS 0087)

RAISINS, CANDY FRUIT, ALMOND SLICES (CANADA). Wants small blond no. 4 and 9 raisins; natural color candy fruit, without syrup; and size 38 almond slices. Almonds should have maximum 3% moisture. Minimum 18 tons per 20 foot container. Bank ref: on request. CONTACT: Mr. L. B. Robinson, Intreurope Ltd., 364U Weston Rd. Unit 4, Weston, Ontario M9L 1W2, Canada. Telex: 065-2712U. Phone: 416-743-1491. (WK 16/TOFAS 59)

SEAFOOD-SHELLFISH/MEATS-POULTRY (SINGAPORE). Wants quantity and quality as required. Packaging: commercial catering packs. Delivered: ASAP. Quote: as requested. CONTACT: H. Dorrity, Asean Pacific Packers Ltd., P.O. Box 12 Tanglin Post, Singapore. Telex: RS 33829 APPL. Phone: 2971583. (WK 16/TOFAS 0087)

SILICON PAPER/NON-STICK (SINGAPORE). Wants paper that is quick release for bakery and catering uses. Packaging: institution catering packs. Bank ref: Uob No. 1 Bonham Street, Singapore. CONTACT: Charles Ng, Nam Lian Trading Co., 72 Race Course Road, Singapore. Telex: RS 38898 NALIAN. Phone: 2941905. (WK 16/TOFAS 83)

SLICED PINEAPPLE AND PINEAPPLE JUICE (ITALY). Wants minimum 1 container. Packaged in cans. Quote: CIF Genoa. Bank ref: Banca Commerciale Italiana, Milan. CONTACT: Dr. Bruno Boerci, SORBA S.P.A., Via Watt, 37--20143, Milan, Italy. Phone: (02) 422-8605 or 427-618 or 470-458. Telex: 331094 SORBAG. (WK 16/TOFAS 12)

SOYBEAN OIL, RICE, AND WHEAT (BANGLADESH). Wants refined oil, parboiled rice and soft red winter and white wheat. Bank ref: Rupali Bank, City Bank, Banque Indosuez. CONTACT: Mr. Masudur Rahman, Marna and Company Ltd., 67, Tejgaon Industrial Arean, Dhaka-8, Bangladesh. (WK 16/TOFAS 0039)

SUNFLOWER SEEDS (FRANCE). Wants 4,000 to 5,000 MT. Quality to be determined. Bulk packaging. Delivery: ASAP. Quote: CIF Marseille. Bank ref: Societe Lyonnaise, 42100 Saint-Etienne. CONTACT: Mr. Piecyk, Piecyk, "Le Dauphin" 6, Rue Alphonse Merrheim, 42100 Saint-Etienne, France. Telex: 300 985F. Phone: (77) 37.61.70 or 22.26.63. (WK 16/TOFAS 138)

TURKEY (WING) FEATHERS (TAIWAN). Wants 4.5 million pieces. Quality: white. Packaged in cartons. Delivery: ASAP. Quote: C&F Taiwan. Bank ref: Bank of America, Taipei Branch Ogden. CONTACT: Samuel Chow, Fortuna Corp., P.O. Box 447, Taipei, Taiwan. Cable: Tafoco Taipei. Phone: (02) 715-2988. Telex: 26339 Tafoco. (WK 16/STATE 2075).

TURMERIC SEED (GUATEMALA). Wants 3,000 short tons of seed to plant and process. Best quality. Packaging: non-humidity containers, vaccum packed. Delivery: ASAP. Certificates for health required in English or Spanish. Quote: Price estimate before ordering. Bank ref: Banco Industrial, 7A. Avenida 5-10, Zona 4, Guatemala City. CONTACT: Dieter Chavez Meyer, Bromelifolia, 15 Calle 1-91, Zona 10, Edificio Taurus, Oficina 204, Guatemala City, Guatemala. Cable: KM MEYER. Phone: 37096. (WK 16/TOFAS 80)

WET SALTED CATTLE HIDES AND WET BLUE SPLIT LEATHER (KOREA). Wants conventional or trimmed and freshed dairy cow, steer, bull, butt branded hides. Quantity: approximately 200,000 lbs. (five 20-foot containers) per month. Packaging: on wooden pallets. Delivery: monthly. Quote: CIF or C&F Busan, Korea. Bank ref: Korea Exchange Bank, Tapyoung-ro Branch, Seoul, Korea. CONTACT: Mr. Choi, Seong Won, Seong Ji Trading Corporation, 603 Tongyang Bldg., 214 Namdaemun-ro 2-ka, Chung-ku, Seoul CPO Box 4291, Korea. TELEX: K28108 SEONGJI. PHONE: 777-3447, 777-3448. (WK 16/TOFAS 8419)

WHOLE MILK POWDER (KOREA) - Tender for 500 MT. Specifics: milk fat 26% min. moisture 2.5% max. Product should be manufactured within 45 days before shipping. Packaging: net weight should be 25 kgs. per bag. Polythene bag completely heat sealed inside and four fold kraft paper bag of which weight per square meter is 420 grams. Shipment by April 30, 1984. Quote: bidder should establish bid bond not less than 2% of the total bid value, validity not less than two weeks from the bid opening date, in the form of irrevocable clean credit, bank guarantee, certified check and cash, so as to arrive at NLCF the day before bid opening. Deadline: 14:00 hours April 20, 1984 at NLCF conference room. CONTACT: General Manager of the Procurement Department, National Livestock Cooperatives Federation, Seoul, Korea. Phone: 783-0051 or 783-0059. Telex: K23517 NALICOF. (WK 16/TOFAS 580)

WINES; DIABETIC FOODS (ENGLAND). Wishes to import California wines and diabetic foods. Company has ten sales representatives covering UK and Ireland. Bank ref: Lloyds Bank plc, 27 Derby Road, Long Eaton, Nottingham. Contact: Mr. Alexander F. Murray, Managing Director, Major Domestic Appliance Distributor Ltd., Suite 100 Derby Road, Long Eaton, Nottingham NG10 4LS, England. Phone: 0662 733665. Telex: 8451182. (WK 16/TOFAS 49)

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MARKET DEVELOPMENT ACTIVITIES

The U.S. Pavilion at the Saudi Agriculture Exhibition officially opened on April 8, 1984, with 24 American companies participating. Four hundred exhibitors from 25 countries participated in the year's Saudi Agriculture Exhibition. The U.S. companies are competing for the agricultural and irrigation market in Saudi Arabia, which has grown to include some 9,000 square kilometers of arable land, producing $1.5 billion of agricultural products. This event set the stage for continued U.S. exports to the important market and the U.S. participants were well pleased with the business contacts established at this event.

U.S. FOODS EXHIBIT SECTION OF THE FOOD AND FOOD EQUIPMENT SHOW TAIWAN, JUNE 26-28, 1984.

The United States food and agricultural industry is hereby informed that, as part of the continuing efforts to increase the sale and consumption of U.S. foods and agricultural products overseas, the Foreign Agricultural Service (FAS) through the American Institute in Taiwan (AIT), will sponsor a U.S. Foods Exhibit in Taiwan. This promotion of U.S. food products will be directed toward retailers, wholesalers, the hotel/restaurant, new-to-market firms, institutional trade, and their suppliers. on the basis of advice from the Agricultural Officer, the following U.S. products should be of primary interest to the food trade in Taiwan: canned and fresh fruits and vegetables, ginseng products (natural and cultivated); health food items; canned abalone; coffee and creamer (non-dairy); cheese and long life milk; baby foods; cereals; dried fruits and nuts; canned juices and soft drinks; snack and confectionary items; dried peas and beans; wine-institutional market (limited); beef-institutional market (limited).

NOTE: Import of the following items is prohibited: chicken meat; organ (variety) meats; fresh pears; peanuts; and squid.

The Taiwan market shows excellent market potential. U.S. exporters will have an opportunity to demonstrate and promote their food products to the Taiwanese trade. FAS will accept participation agreements on a graduated first-come, first-served basis until April 27, 1984. Participation fees must accompany the application for exhibit space. For further information contact: Levi L. Turner, Trade Exhibit Director, Export Programs Division, Room 4944-S, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250, telephone: (202) 475-3415.

The United States Department of Agriculture, Foreign Agricultural Service (FAS) would like to help provide and assist U.S. businessmen in obtaining valuable information on a continuing basis to those wishing to enter or expand his/her basic awareness of development in the international trade arena.

For information concerning exporting non-agricultural products, write or call U.S. Department of Commerce, International Trade Administration, Export Counseling Unit, Room 1066, Washington, D.C. 20230, telephone: (202) 377-3181.

FOOD AND AGRIBUSINESS TRADE SHOW AT WORLD'S FAIR

The Louisiana Department of Agriculture is sponsoring a Food and Agri-business trade show to be held during the 1984 World's Fair in New Orleans from July 30 through August 3, 1984.

The "Louisiana International Food and Agribusiness Fair" (LIFAF) will be the only venue for U.S. food and agribusiness organizations at the World's Fair and offers trade representatives the unusual opportunity to concurrently participate in a trade show and a World's Fair.

Among others, organizations that have signed up to participate include: vegetable canners and processors; sweet potato, soybean, oats, seafood, rice, beef and pork product promotion organizations; pecan shellers and processors; equipment manufacturers; sauce and speciality food companies; shrimp processing companies; seed and agri-business supply organizations; both alcoholic and non-alcoholic beverage companies; candy and confectionary manufacturers; rice marketing companies; beef and pork packing plants; crawfish processors; and vegetable oil refiners.

The Louisiana Department of Agriculture, with the assistance of the USDA's Foreign Agricultural Service (FAS), the Southern U.S. Trade Association (SUSTA) and the U.S. Department of Commerce will be alerting trade representatives world-wide of this show.

Because of New Orleans' geographic location, and the recent Caribbean Basin Initiative, a concentrated effort will be placed on notifying trade representatives in the Caribbean.

For more information about LIFAF, contact Roy Johnson, International Trade Director, Louisiana Department of Agriculture, P.O. Box 44184, Baton Rouge, Louisiana 70804. Telephone (504) 292-3600, TWX 510-993-3256 LADEPAG BTR.

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